

THE TRANSPORTATION LINK



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**From the Desk of
the OSDBU**

As the Office of Small and Disadvantaged Business Utilization staff worked to prepare this newsletter, our nation experienced an unbelievable tragedy. It is difficult to believe that we are trying to go on with our work while so many people lost family and friends or are struggling with rescue efforts.

As Secretary Mineta pointed out in his statement on September 11, "Our national transportation system has been severely burdened by the stress of these horrendous attacks, but we will recover." All of us at the U.S. Department of Transportation (DOT) are strongly committed to that recovery. (News on DOT's recovery efforts can be viewed on the web at <http://www.dot.gov/>)

As Secretary Mineta subsequently pointed out in a September 20 statement, "President Bush has said: the world has changed. I add: so too has the very nature of our transportation system."

Safety has always been the number one priority of DOT. President Bush has stressed his commitment to provide a transportation system that is "safe, secure, and stable." Mineta has confirmed that he will "marshal all resources of the Department of Transportation to accomplish that fundamental goal." We know that many of you in the OSDBU community will be part of that effort.

In conclusion, please know that the thoughts and prayers of all the OSDBU staff are with those of you who were touched by the terrible events of September 11, 2001.

We stand united.

FedBizOpps Designated as Government-wide Point of Entry for Procurement Opportunities

FedBizOpps (www.fedbizopps.gov), formerly known as the Electronic Posting System (EPS), has been designated as the single source for federal government procurement opportunities that exceed \$25,000. The interim Federal Acquisition Regulation was published in the Federal Register on May 16. It was then open for public comment until July 16, 2001.

The interim rule gives Federal agencies until October 1, 2001 to complete their transition to, or integration with, FedBizOpps. After October 1, all agencies must use FedBizOpps to provide the public access to notice of procurement actions over \$25,000. To give the public a period to adjust to the change, notices will be posted on FedBizOpps and published in the Commerce Business Daily from October 1, 2001 to January 1, 2002. After January 1, 2002, contracting officers can stop posting notices in the Commerce Business Daily.

In recent months, FedBizOpps has undergone extensive testing, modification and review to be certain that it has the capacity and reliability to satisfy the demands of government-wide operation. The FedBizOpps system is used by agencies to post any and all relevant procurement information on the Internet, including procurement notices, solicitations, drawings, and amendments, and eventually receive proposals electronically.

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ONE DOT
WORKING BETTER TOGETHER

OSDBU

Office of Small
and Disadvantaged
Business Utilization

wants to hear from you! Call us toll-free at 1 800 532-1169 with questions or comments about this newsletter or our web site. The Transportation Link's content may be reprinted without permission.

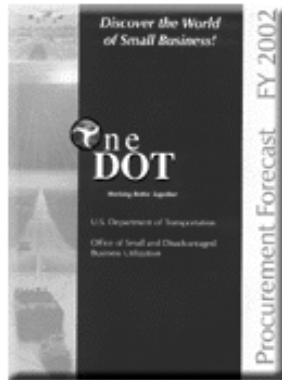
DOT's FY 2002 Procurement Forecast Now Available!

The U.S. Department of Transportation's (DOT) *FY 2002 Procurement Forecast* is now available on the OSDBU website at <http://osdbuweb.dot.gov>.

The *Procurement Forecast* serves as a central information resource for anticipated procurement opportunities from all of DOT's Operating Administrations over the upcoming fiscal year. Contact information is included for each opportunity.

Be sure to check the *Procurement Forecast* throughout the year. Procurement data is updated routinely as more information becomes available.

The print version of the *Forecast* is scheduled for release in the near future. You can obtain your copy by calling OSDBU's National Information Clearinghouse toll-free at (800) 532-1169.



(FedBizOpps...continued from page 1)

By signing up to automatically receive procurement information either by solicitation number, selected organizations, or product service classification, vendors can react more quickly to procurement opportunities because they are better informed. Vendors can also search procurements by solicitation number, date, procurement classification code, and agency for active or archived solicitations.

The FedBizOpps web site provides assistance by e-mail and a toll-free help-line. The site also links to FirstGov.gov, Federal Asset Sales, Federal Commons, Department of Defense Business Opportunities, and the Minority Business Development Agency.



Gerardo Franco Appointed Associate Director of OSDBU

OSDBU would like to congratulate Gerardo Franco on his promotion to Associate Director of the Department of Transportation's (DOT's) Office of Small and Disadvantaged Business Utilization (OSDBU). Mr. Franco brings to the position a wealth of programmatic knowledge, combined with excellent management and analytical skills.

As an Associate Director, Mr. Franco will provide policy, program and managerial support to the Director in the implementation of the Office's four lines of business: Advocacy, Outreach, Financial Services and Organizational Excellence. He will be involved in the development and implementation of a proactive program of activities directed at ensuring small business participation in the Department's direct procurement and Federal financial assistance programs.

Mr. Franco joined DOT's OSDBU in 1992 and was responsible for administering several program areas for the of-



fice including the National Information Clearinghouse, Financial Assistance/Disadvantaged Business Enterprise, Small Business Innovation Research, Legislation/Regulation Review, and Implementation of Special Programs and Initiatives. He is the recipient of several DOT Secretarial awards and commendations for work performed in the DBE arena, strategic planning, management excellence, and programmatic effectiveness. He has served on numerous task forces and committees and is credited with creating the OSDBU web presence in the early days of the Internet.

Before working at DOT, Mr. Franco served as a Procurement Analyst at the Department of Agriculture's OSDBU where he distinguished himself in the area of small business subcontracting and competitiveness. He started his federal career with the General Services Administration's Federal Supply Service, Office of Contract Policy, in 1981.

VA's Center for Veteran Enterprise Assists Veterans and Service-disabled Veterans In Entrepreneurship

The Department of Veterans Affairs (VA) Center for Veterans Enterprise (CVE) is an organization that is geared towards promoting business opportunities for small, veteran-owned and service-disabled veteran-owned businesses. The CVE provides resource assistance in many aspects of entrepreneurship.

There are more than 5.5 million veteran-owned and service-disabled veteran-owned small businesses in the United States. The CVE has made it their mission to honor each veteran's service to America by providing outreach to these businesses and educating them on the numerous programs that are available.

By supporting and promoting intergovernmental and private sector initiatives, CVE encourages the growth of veteran and service-disabled veteran-owned business in America's economy. They do this by coordinating prime and subcontracting business opportunities for veterans with Government and private sector buyers.

To better assist veterans nationwide, CVE has also initiated VETBiz - The Veteran Business Portal web site for the Federal Government. VETBiz, located on the web at <http://www.vetbiz.gov/>, serves as the VA's central information resource on programs and services available to veteran entrepreneurs wishing to start or expand a business. VETBiz offers useful links to resources geared towards assisting veterans with everything from business planning to financing and much more! Sections of this web site include:

Getting Started (<http://www.vetbiz.gov/start/start.htm>)

- Includes information on starting and maintaining your own business, eligibility requirements for enrollment in VA programs, and VA assistance contact information.

Management (<http://www.vetbiz.gov/management/manage.htm>)

- Provides "How To" information on managing your business. Includes

numerous hyperlinks to Small Business Development Centers (SDBCs), Procurement Technical Assistance Centers (PTACs), Veteran Business Outreach Centers (VBOCs), and Electronic Commerce resources.

Money (<http://www.vetbiz.gov/finance/finance.htm>)

- Provides valuable financing information that every entrepreneur should consider when starting a business. Also includes information on federal grants and loans and provides a Business Funding Capital search tool that allows users to search over 3,600 different sources of capital.

Marketing (<http://www.vetbiz.gov/markets/marketing.htm>)

- Contains information on marketing your business to the federal government. Discusses the importance of registering your firm with SBA's PRO-Net database, Federal Business Opportunities (FedBizOpps), and the Central Contractor's Registry (CCR) for extended visibility in the government arena.

Mentor Protégé Program (<http://www.vetbiz.gov/mentorship/mentors.htm>)

- Information on SBA's Mentor Protégé Program, other Federal Agency Mentoring Programs, and Private Sector Mentoring Programs.

Conferences (<http://www.vetbiz.gov/conferences/conf.htm>)

- Contains numerous links to veteran and service-disabled veteran-owned business conferences and special events.

News and Information (<http://www.vetbiz.gov/library/library.htm>)

- Includes CVE's most Frequently Asked Questions (FAQs), important documents and notices and a hyper link to CVE's E-zine.

For more information, call the CVE toll-free line (866) 584-2344, e-mail at VACVE@mail.va.gov or visit the CVE website at <http://www.vetbiz.gov/>.

Veteran Business Resources

The OSDBU has a comprehensive Related Links section on the web site located at <http://osdbuweb.dot.gov/about/related.html>.

Included in the "Other Small Business-Related Organizations" section is a listing of Veteran-owned and Service-disabled Veteran-owned Business Resources including the following:

Department of Veterans Affairs

<http://www.va.gov/osdbu/>

Center for Veterans Enterprise

<http://www.vetbiz.gov/>

SBA's Office of Veterans Affairs

<http://www.sba.gov/vets/>

SBA's Office of Veterans Business Development

<http://www.sbaonline.sba.gov/vets/program.html>

Disabled Veterans Business Enterprise (DVBE) Network

http://www.disabledveterans.com/Disabledvets_main.htm

Veteran's Exposition

<http://www.vetsexpo.org/>

Directory of State Veteran Business Development Centers

<http://www.sbaonline.sba.gov/gopher/Business-Development/Veterans-Affairs/Veterans-Locations/>

We hope these links will provide useful information to the Veteran-owned and Service-disabled Veteran-owned Business community.

Please feel free to contact us at <http://osdbuweb.dot.gov/about/feedback.html> to suggest any other web sites that you think would be a useful addition.

Scientific Consulting and Automated Technological Services, Inc

Scientific Consulting and Automated Technological Services, Inc. (SCATS) is a woman-owned, 8(a)-certified small business incorporated in the State of Maryland. The company began its operations in 1990 under the direction of President Fayette Mullins.

Fayette is a graduate of the University of Maryland and holds a Bachelor Degree in Management and Information Systems Technology. She is currently pursuing a Masters Degree in Social Work. It was her love of education and technology,



which drove her to start her own business. "With my educational background in management and experience in the field of information technology, it seemed like the logical next step!" Prior to founding SCATS, Fayette worked as a Systems Analyst for the Department of Justice and a Computer Programmer/Specialist for the United States Court System.

Fayette describes her firm as, "... a dynamic, objective-oriented corporation positioned on the cutting edge of breakthroughs in new satellite and ground-based technology." Since its inception, SCATS has been recognized as a leader in providing scientific, engineering, management, technical, and administrative services to the government and private industry. "As a small business fighting to make a name for itself, we place high importance on delivering quality goods and services that are beneficial to our customers and the way they do business," says Fayette.

SCATS is technically competent and has the management capability to support their clients in successfully achieving their program objectives. The firm offers its customers a wide range of

services in the following areas of professional information technology and management:

- Systems Analysis Services
- Modeling, Simulation & Validation
- Network Management Services
- Systems Development Services
- Managing Technology through Business Intelligence

"Our goal is to fully dedicate our company's resources to perform the support services required by our customers and we are prepared to do so," says Fayette. "We are capable, experienced, ready to begin tasks, and committed to providing quality performance and personnel."

In order to achieve this goal, Fayette and her firm called upon the Department of Transportation's (DOT) Short Term Lending Program (STLP) for financial assistance. The STLP through Hamilton Bank, N.A. of Miami, Florida lent them the operating capital they needed to stay competitive in the bidding process and maintain their daily corporate operations.

"What a wonderful program," states Fayette. "I was a little skeptical at first because we had to switch from a lender we had already developed a relationship with, to one that supported the STLP. As it ends up, the transition was smooth and professional. We didn't miss a beat!"



Over the past several years, SCATS has turned their market focus to domestic and international aviation related information technology programs, including: Communications, Navigation & Surveillance, Air Traffic Control, Capacity Analysis, Airways Facilities, Satellite Systems, Flight Standards, and Domestic & International Operations.

The firm most recently utilized the STLP in working to fulfill a large contract with the Federal Aviation Administration that called for Strategic, Tactical, Operations, Implementation & Transition Planning; Performance Management Analysis; Database Design, Development & Administration; and Process Analysis & Engineering. SCATS was also first to design and develop a comprehensive program that utilizes a variety of automated tools to meet FAA airspace design/redesign requirements of an important facility consolidation program.

Aside from the assistance her firm received from the STLP, Fayette attributes her company's success to two main things – quality workmanship and her staff who provides it. "From the three employees we originally started with to the thirty plus we employ today, every member of our staff has shown that they are willing to take the extra step to reach our desired result – QUALITY!" Fayette has always believed that employing competent personnel has been her 'key to success'. "There is strength in quality employees and the results they can achieve. Recognizing and exploiting this fact will lead to success and growth will be soon to follow!"

Asked if she had advice for up and coming small business owners, Fayette said, "Always put your best effort forward and provide your client with the highest quality product and/or service possible. It takes time, but by doing so you are helping to solidify your chance at success!"

For more information on SCATS, Inc., contact Robert Howard by phone (301) 261-5941, by e-mail rhoward@scats.com, or visit their website at <http://www.scats.com>.

For more information on STLP, contact Nancy Strine at (800) 532-1169 ext. 65343 or e-mail nancy.strine@ost.dot.gov.

NHTSA Reports: Seat Belt Use By Drivers and Passengers Reaches 73%

The U.S. Department of Transportation's National Highway Traffic Safety Administration (NHTSA) has released a major study reporting that seat belt use has reached its highest level since the Federal government began regular national surveys in 1994.

"We are pleased to see this historic level of seat belt use in America," said U.S. Transportation Secretary Norman Y. Mineta. "An ever-increasing number of drivers and passengers in this country understand that seat belts save lives. Seat belts are the most effective safety device in a car."

The new data – drawn from a large-scale observational study conducted by NHTSA in June 2001 – shows a 2 percentage-point increase in seat belt use to 73 percent in less than one year. The study, known as the National Occupant Protection Use Survey (NOPS), is conducted periodically by the agency to obtain nationwide estimates of shoulder belt use and to support the agency's occupant protection programs. The last such survey was conducted in the fall of 2000, revealing a rate of 71 percent.

"The challenge of increasing seat belt use on our roadways is a critically important one. These new statistics are a very encouraging sign that we're moving in the right direction on belt use," said NHTSA Administrator, Dr. Jeffrey W. Runge.

Of special note in the latest survey were strong gains in seat belt use in the South, where the seat belt use rate rose to 76 percent...up from 69 percent last fall. This was due in large measure to increased enforcement efforts, such as "Click It or Ticket" campaigns, in that region. Overall for the nation, more pickup truck occupants are buckling up... the rate rose from 59 to 62 percent. However, the seat belt use rate for occupants of all passenger vehicles slipped in the Northeast, from 67 percent to 62 percent.

The newly released NHTSA statistics are contained in a research note on the agency's web site at: <http://www.nhtsa.dot.gov/people/NCSA>.



SBA and IRS Offer New CD-ROM to Assist Small Businesses With Taxes

The U.S. Small Business Administration (SBA) and the Internal Revenue Service (IRS) have joined together to develop a tool to help small businesses research tax questions and access tax products.

The *Small Business Resource Guide 2001* CD-ROM, "What You Need to Know About Taxes and Other Topics," is an interactive product designed to provide access to all IRS business tax forms, publications and other information necessary to understand and manage tax-related issues.

It also provides a comprehensive resource directory aimed at every stage of a small business' life and offers an e-filing video as well as basic tax law training modules. All small business tax issues from formation to tax filing and reporting responsibilities are addressed when starting, expanding, closing or selling a business.

This new CD-ROM also covers a wide range of other business tax topics as well, including:

- Special tax rules
- Required tax records
- Employer identification numbers
- Employment taxes
- U.S. labor laws
- Pension/retirement plans

The *Small Business Resource Guide 2001* is available on the Internet at <http://www.sba.gov/> by clicking on "Online Library" and then "Publications". Users can subscribe to a multi-agency e-mail newsletter, view updates to the CD-ROM and link to other government agency and nonprofit web sites. The CD-ROM is also available FREE by calling 1-800-TAX-FORM or 1-800-U-ASK-SBA, or by contacting one of SBA's Business Information Centers, One Stop Capital Shops, Women's Business Centers or Small Business Development Centers, all of which can be found at <http://www.sba.gov/services>.



For more information about all of the SBA's programs for small businesses, call the SBA Answer Desk at 1-800-U-ASK-SBA or TDD 704-344-6640. Also, visit the SBA's extensive Web site at <http://www.sba.gov/>.

Important Registrations!

As we start a new fiscal year it is important to assess whether you have your company registered on important web sites.

SBA's ProNet database at <http://pro-net.sba.gov/> is used by contracting officers and other members of the procurement community access ProNet to research small businesses.

The Central Contractor Registration (CCR) system at <http://www.ccr2000.com/> is used by DOT to collect financial electronic funds transfer (EFT) information on vendors. This Department of Defense (DOD) system is used jointly by DOT. (Please note that beginning October 1, 2001 the URL for this site will change to <http://www.ccr.gov>)

FedBizOpps (formerly known as the Electronic Posting System [EPS] at <http://www.eps.gov/> allows you to search federal procurement opportunities, including those from the U.S. DOT. You can also register to receive automatic e-mail announcements on procurement opportunities.

The OSDBU News By E-Mail service at <http://osdbuweb.dot.gov/about/lists/lists.html> allows you to register to receive automatic e-mail announcements on news of interest to the DOT OSDBU community.

CALENDAR OF EVENTS FOR October/November 2001

DATE	EVENT	CONTACT
October 17-19	BWN Women & Diversity Leadership Summit Washington, DC	Jennifer Zaniewski (202) 463-3764 jennifer@BWNi.com http://www.bwni.com
November 8-9	Emerging ITS International Markets	Gabriel Sanchez (202)484-4134 GSanchez@itsa.org www.itsa.org/international.html
November 13 -14	DOT/OSDBU West Virginia Transportation Marketplace Fairmont, WV	Carla Coolman 800-532-1169 ext. 69886 carla.coolman@ost.dot.gov
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SPECIAL NOTE:		
The Department of Veterans Affairs (VA) Center for Veteran Enterprise (CVE) conducts vendor counseling sessions on the second Thursday of each month starting at 1:00pm at their offices at 801 I St. - N.W., Washington, DC in Room #1223. You MUST register to attend! To do so, visit the CVE website at http://www.vetbiz.com/conferences/register.htm or contact Ms. Chris Wilbon at (202) 565-8336 or call toll-free (866) 584-2344.		

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US Department of Transportation
Office of the Secretary of Transportation
Base Technologies, Inc.
1749 Old Meadow Road
Suite 500
McLean, VA 22102
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